

Enclosure 1
SECTION L

PROPOSAL INSTRUCTIONS

Offerors must comply with the following instructions. Deviations from the instructions may result in an offer being considered inadequate for evaluation purposes and may be rejected.

It is the responsibility of the offeror to prepare a clear, concise, complete, detailed, and logically organized proposal for evaluation.

FORMAT.

Proposals shall be submitted in electronic format. Hard copy proposals will not be accepted. Please refer to specific instructions for electronic submission of offers contained in clause LS7011, Electronic Bids/Others of this solicitation.

Proposals shall consist of two sections as set forth below. Each section shall be brief as possible. All information specific to each section will be confined to that section:

SECTION I: PAST PERFORMANCE

SECTION II: PRICE

PAST PERFORMANCE.

Contract References: The offeror shall submit with its initial proposal contract references representing its recent, relevant performance under Government and/or commercial contracts and subcontracts. The offeror shall submit no more than five contract references.

"Recent" means any contract under which any performance, delivery, or corrective action has taken place within approximately the last 3 years of the issuance of this solicitation.

"Relevant" means performance that demonstrates the offeror has successfully manufactured or provided components (items) similar to those found in the technical data package. Relevant/similar manufacturing experience includes:

Light Instruments that were manufactured and delivered for the exact items contained in this solicitation:
Or that demonstrates either:

The capability to manufacture or procure a brass tube body for housing two batteries.

The capability to manufacture or procure a cover assembly to house a rheostat, electrical contacts, wiring, and two umbilical type light assemblies (incandescent bulbs) electrically wired into the cover assembly.

Each past contract does not have to meet all of the criteria above to be considered relevant.

The following information is required with respect to each contract reference:

- a. Contract number and award date
- b. Item(s) and/or service(s) provided, including national stock number (NSN), product description, part number, if applicable.
- c. A brief explanation of the contract's relevance to the current procurement
- d. Contract dollar value.

- e. Quantity and monthly delivery rate if applicable.
- f. Original performance schedule, actual performance dates.
- g. Describe technical innovations or engineering changes that improved the quality of performance aspects of the delivered product, or any significant achievements associated with contract performance.
- h. Buying activity or company, and mailing address.
- i. Point(s) of contact, including names, job titles, telephone and fax numbers, and email addresses.

A questionnaire form is provided as Enclosure 4 for the offeror's convenience.

Offerors that are newly formed entities may reference contracts performed by predecessor companies or contracts performed or supported by key personnel. Offerors supplying such information shall describe how it is relevant to the performance of this effort.

Other Contracts: In addition, to the above contract references, the offeror shall identify every recent and relevant contract it was awarded that:

- 1) Experienced any delivery/performance delays; or experienced any quality problems; and
- 2) Every recent contract that was terminated, or cancelled for any reason, in whole or in part.

For any contract falling under the descriptions above, provide all of the information listed in the paragraph that describes the information required for all referenced contracts, plus:

- list each time the delivery schedule was revised
- provide an explanation of why the revision was necessary
- provide a copy of any cure notices or show cause letters received
- identify reason for any termination
- state any corrective actions taken to avoid recurrence
- describe the extent to which the corrective action has been successful, identifying points of contact who can confirm the success of the corrective measures
- describe in detail any quality or technical performance problems, including:
 - - rejection or failure of vendor parts
 - - internal/external customer complaints
 - - FATR/first piece disapprovals/failures
 - - lot rejections
 - - audit findings classified as major
 - - quality deficiency reports
 - - warranty claims

The number of contract references provided in response to this paragraph is unlimited. If there are no recent relevant contracts meeting the description above, the offeror must so state that.

PRICE

- 1. This will be an all or none procurement. Contractors failing to bid on all items, all years, and all ranges may be disqualified.
- 2. For evaluation purposes, the Government has weighted the ranges based on the likelihood that if an order is placed, it will be placed in that particular range. An evaluated price will be calculated by multiplying the offered prices by their respective weights and minimum quantities for each range on each line item and adding the totals for all years.
- 3. A total evaluation price will be determined by adding the adjusted totals on all line items and all years.

ENCLOSURE 2
SECTION M

BASIS FOR AWARD

The Government will make an award to that offeror whose proposal represents the best value to the government based on an integrated assessment of Past Performance and Price. Past Performance is more important than Price.

Under best value, the Government reserves the right to make an award to other than the low priced offeror or to other than the offeror rated highest in the non-price factor. Although price is not the most important consideration, it could be controlling where an otherwise superior proposal is at an unaffordable or unreasonable price, where two proposals are otherwise considered equal, or where the advantages of a superior proposal are not worth the price premium.

Proposals which merely offer to perform the work in accordance with the request for proposal or which are so lacking in content and detail that the Government cannot conduct a meaningful evaluation without significant supplementation may be unacceptable and may not be considered for award.

The Contracting Officer may obtain a pre-award survey to facilitate the evaluation of any offeror's proposal and may consider the findings of any such pre-award survey in the selection decision.

PAST PERFORMANCE

Past performance information is evaluated as a predictor of future contract performance. Using past performance information for each offeror, the Government will assess the risks that the instant requirement will be successfully completed in accordance with contract terms.

In evaluating performance history, the Government may review the offeror's current and prior performance record of complying with all aspects of its contractual agreement: conformance to technical requirements; timeliness of deliveries/performance and quality of performance.

In conducting the past performance evaluation, the Government may use information obtained from other sources.

The Government may consider the currency, degree of relevance, source and context of the past performance information it evaluates as well as general trends in performance, and demonstrated corrective actions.

A significant achievement, problem/problem resolution or lack of relevant data in any element can become an important consideration in the selection process.

A negative finding in any element may result in an overall high-risk rating.

The Government may also consider past performance information regarding predecessor companies, key personnel, other corporate entities or subcontractors where such information is relevant to the acquisition.

Offerors' past performance will be rated as follows:

Very Low Risk: Based on the offeror's past performance, very little doubt exists that the offeror will successfully perform the required effort.

Low Risk: Based on the offeror's past performance, little doubt exists that the offeror will successfully

perform the required effort.

Moderate Risk: Based on the offeror's past performance, some doubt exists that the offeror will successfully perform the required effort.

High Risk: Based on the offeror's past performance, significant doubt exists that the offeror will successfully perform the required effort.

Unknown Risk: The offeror had little or no recent/relevant past performance upon which to base a meaningful performance risk prediction

It is the responsibility of the offeror to provide complete past performance information and thorough explanations as required by Section L. The Government is not obliged to make another request for the required information.

PRICE

The Government will develop an evaluation price for each offeror. This will be done by multiplying each range price times the percentage assigned, times the minimum quantity of each range. All ranges and years will be added for all line items to arrive at a total evaluation price.

Evaluation of the price will include determining reasonableness and realism. Reasonableness is interpreted to mean that the price does not exceed what an ordinarily prudent person in the conduct of competitive business would incur. Realism asks, "Does the proposal price accurately reflect the offeror's proposed effort to meet the program requirements and objective." An unrealistic or unaffordable price may preclude an offeror from award. The Government retains the right to obtain additional cost/price data, from an offeror in the event of a lack of competitive bids.

If the offeror fails to propose for all pricing periods or ranges, the Government may reject that offer as unacceptable.